

EXECUTIVE APPROVAL FORM

CUSTOMER NAME: Tag It Pacific

SECTION I - Approval Requests: Re-approve for Q3 close

HQAPP Requests:

1. Flat Rate support for 3 years
 2. 35% discount (E-Business + 15%) for e-bus suite & Add on module Advanced Supply Chain Planning at 49% discount
- OR
- E-Business Overall discount 38% (Store + 18%) on all products

TIER 1/Tim Chou Requests: Priscilla Morgan has approved 1/15/03

1. EBSO phased users (30 Year 1)
2. EBSO Monthly in advance

TIER 2 Requests:

Previously approved requests (include date of approval): Q2 FY03 October 30th

1. Flatline support for 3 years
2. 35% discount on EBS (store + 15%)
3. Phased Implementation (approved by Priscilla Morgan see approval chain)
4. Customer hosting less than the total licensed quantity (approved by Priscilla Morgan...see approval chain)

Tier Requests:

1. EBSO billing terms of monthly in advance
2. 2 Year outsourcing term to coincide with phased implementation

SECTION II – Deal Summary:

| Deal Summary | |
|---|--|
| Programs | (List out all programs here) E-Business Suite Professional, Employee Users and External Prof, 9i EE DB, 9iAS EE, Electronic Orders |
| License Discount | 35 % (ebiz + 15 %) APS 49% or 38% All in discount |
| Support Discount | 35 % (ebiz + 15 %) |
| Comp & Admin Discount | 30% Store |
| Phased Implementation for Comp & Admin? | See checklist below and forward a spreadsheet to NASINFO/OGEHINFO and Priscilla Morgan for review. |
| Support Options/Holds | Flat for 3 years |
| Price Holds | None |
| List License | 681,000 (previously \$511,000) |
| List Support | 149,820 |
| List Comp & Admin | 286,020 |
| Net License | 442,650 (previously \$332,150) |
| Net Support | 97,383 |
| Net Comp & Admin | 72,000 |
| Net Total Price | 612,033 |
| Price List Used | Sept 20th |



| Customer History - Existing Price Holds | |
|---|---------------|
| Existing contractual discount (price hold) | None existing |
| Date of Price List for price hold | |
| When does price hold expire? | |
| Price hold program categories (database, server, erp, crm, hr/payroll, app suite) | |
| Name of Agreement if applicable | |

SECTION III - Justification: Q3- We have received approval in Q2 for a 35% discount on the Suite to meet their very tight budget. The project was delayed due to finalizing the implementation footprint. Since that point, during this process we were able to grow the deal and add on additional licenses. Since we have already exceeded the budget, we are asking for this additional discount in order to get the deal to be approved.

Q2 - Tag It Pacific is a small apparel company looking at implementing the E-Business Suite over a two year period. The pricing is all based on a fixed budget for the project for licenses and consulting. We need to be very aggressive on the licenses due to the competition of SAP. They will make or a great reference of the entire E-Business Suite.

Recommendation: (leave blank for HQAPP to fill out)

Submitted By: (fill in rep name and AVP name here) *David Binkley ASM & Mike Arntz AVP*
Field RM name if submitted by iSD:

R: (leave blank for HQAPP to fill out)
 C:
 L:
 A:
 BP:

PLEASE NOTE THAT HQAPP WILL NOT REVIEW ANYTHING BELOW AND NOTHING BELOW WAS CONSIDERED FOR THEIR APPROVAL. ONLY DETAILS IN THE REQUEST SECTION (SECTION I) ABOVE WERE CONSIDERED IN THE APPROVAL GRANTED.

SECTION IV – Computer and Admin Services:*(Delete this section if not applicable)*

If Computer and Administration Services or Administration Services are being ordered please provide information below:

| | |
|--|---|
| Does this deal include Phased Implementation? Yes, they will be phasing in modules and users over a two year period starting with 30 users in year 1 | |
| License minimums met at each implementation phase? Yes | |
| Is customer purchasing the Ebusiness Suite? If so what is the total employee population? 370 Employees | |
| Is the 20% rule met in each phase? Yes | |
| Is the 10% professional user rule met in each phase? Yes | |
| Computer and Administration or Administration Services hosting minimums met at each implementation phase? (\$6,000 monthly for C&A and \$4,000 monthly for Admin) Yes | |
| Standard Ordering Document Terms? Yes | |
| Standard pricing? Yes | |
| Is Customer using the Certified Configuration (applies to Admin only)? Yes | |
| Administration Services or Computer and Administration Services: C&A | |
| Applications or Technology or both: Both | |
| Customer email address (required): jmarkiles@tagitpacific.com | |
| Service Implementer (required): OCS | |
| For existing licenses - (NOTE: Validation of existing licenses and support must be obtained from licmgmt@us.oracle.com) | CSI Number _____ New _____ Original License Agreement _____ Original Order Entry No. _____ Date of Original License Purchase _____ |
| Are additional users being purchased for applications that are already hosted? No | |
| Is this purchase of Administration Services or Computer and Administration Services by a customer who is purchasing Outsourcing for additional products which were not previously hosted? NO | |
| Are any self-service apps for use outside the firewall being purchased? No | |
| Did customer purchase FastForward OnLine Financials RPM (5 day implementation preconfigured general ledger)? No | |
| Is customer purchasing an iLearning Subscription? No | |

SECTION V – Ordering Document Details**Instructions - Fill in all sections completely.****APPROVAL REQUIREMENTS** - Refer to the Approval Matrix at <http://esource.oraclecorp.com>**PRICING REQUIREMENTS** – Refer to Price List and Price List Supplement for minimums and prerequisites.**PRICING SPREADSHEET** – Include a pricing spreadsheet showing all products, quantities, license types, pricing, and discounts. Indicate if discount for drafting contract differs from approved discount.**MIGRATIONS** - If your deal contains a migration, you must submit a Migration Worksheet to the ELM (eBusiness License Migrations) team. Refer to <http://nafo.us.oracle.com> under the Contract Management tab and e-Business License Migrations header to download the spreadsheet and for additional information.**Note: All business approvals & quotes are valid through the quarter they were approved, unless a formal RFP or Tender requires a longer validity period.**

| General Information | |
|--|---|
| Contract requested by (insert date): | January 6 th 2003 |
| Opportunity I.D. (OSO Number): | 887987 |
| Deal Structure (indicate Direct, Pass-Through, Sublicense, or Trial License): | Direct |
| Is this deal the result of a compliance issue that LMS has been involved in? | <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No |
| Does deal contain new licenses with an <i>approved</i> non-supported license type (i.e. metric is not nor ever has been on Oracle's price list): | <input type="checkbox"/> Yes (specify non-supported license type and eBusiness license type used to determine conversion) <input checked="" type="checkbox"/> No |
| Quote Valid Through (insert date): | January 30th 2002 |
| Partner (insert name, if applicable)? | Margin or % of net license fees _____ |
| VAD (insert name, if applicable)? | Margin or % of net license fees _____ |
| MIGRATIONS OR UPDATES: | <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No |
| PREMIUM SERVICES: | <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No |
| INCIDENT PACKS: | <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No |
| INTERNATIONAL: Requires an International Notification Form to be forwarded to your manager, contract specialist, and NASINFO or OGEHINFO. | <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No |
| Payment Terms: | <input type="checkbox"/> Net 30 <input type="checkbox"/> Other (Specify) <input checked="" type="checkbox"/> OFD |
| Referenced Agreement: | <input checked="" type="checkbox"/> New OLSA <input type="checkbox"/> Other (Specify) |

| Customer and Administrative Information – all fields must be filled in | |
|--|---|
| Customer's EXACT Legal Name: | Tag It Pacific |
| Business Address: | 21900 Burbank Blvd |
| City / State / Zip: | Woodland Hills CA 91367 |
| Customer Contract Admin: | Colin Dyne |
| Phone #: | 818.444.4100 |
| Fax #: | |
| E-mail ID: | cdyne@tagitpacific.com |
| Billing Contact: | Same |
| (Partner/VAD if Indirect): | |
| Address: | |
| City / State / Zip: | |
| Phone #: | |
| Fax #: | |
| E-mail ID: | |
| Tax Status : | Exempt ____ (Need certificate for ship to state if not on Oracle's Tax Exemption Log) |
| | Non-Exempt _x_ |
| Shipping Contact: | Same |
| Address: | |
| City / State / Zip: | |
| Phone #: | |
| Fax #: | |
| E-mail ID: | |
| Technical Support Contact: | Same |
| Address: | |
| City / State / Zip: | |
| Phone #: | |
| Fax #: | |
| Email ID: | |
| Partner Name (Indirect): | |
| Address: | |
| City / State / Zip: | |
| Contact Admin: | |
| Phone #: | |
| Fax #: | |
| E-mail ID: | |

| | | | |
|--|---------------------------------------|---------------------------------------|----|
| Will applications be modified: | Yes | <input checked="" type="checkbox"/> X | No |
| Will users be accessing modified Apps from the web: | Yes | <input checked="" type="checkbox"/> x | No |
| Have all prerequisites been included: | <input type="checkbox"/> Yes | <input checked="" type="checkbox"/> x | No |
| Will users use Fast Forward RPM: | Yes | <input checked="" type="checkbox"/> x | No |
| Will applications be hosted: | <input checked="" type="checkbox"/> x | Yes | No |
| Indicate database that Apps will run on: | 9i | | |
| Indicate CSI for existing prerequisite database and tools: | | | |

| Options not requiring HQAPP, Tier 1, or Tier 2 Approval | |
|---|--------------------|
| (1) | Waive CD Pack fees |
| (2) | |
| (3) | |
| (4) | |

| Internal Administrative Information | |
|-------------------------------------|--|
| Applications Sales Manager | David Binkley |
| Technology Sales Manager | Suzanne Lynch |
| Account Manager | |
| iSD Rep | Lionel Liniger, Jamie Delgado (tech) |
| Education Sales Rep | EBSO for Ray Manning |
| Support Renewals Rep | |
| Premium Support Rep | |
| Is there a teaming agreement? | <input type="checkbox"/> Yes (if yes, list all appropriate reps) <input checked="" type="checkbox"/> x No |
| Requester: | Name: <u>David Binkley</u> Business Telephone: <u>310.656.2335</u> Cell Phone: <u>310.291.4220</u> |